

BULLS EYE



PRODUCT AND COMPANY NEWS FROM WM. ZINSSER & CO., INC. FALL-WINTER 1995

Bulls Eye® 1-2-3 Enhances Custom-Built Homes

Anyone walking through one of the large custom-built homes decorated by Frank Williams, a Baltimore, MD painting contractor, will be struck by the generous use of wood in many rooms.

If, as in the home pictured here, the interior millwork is finished with a gloss enamel, the visitor will be equally impressed by the quality of the paint job. The finish is "full," uniform in hide and gloss; there are no highs and lows, no flats – just a beautiful smooth coating, equally good on large sizes of trim as on narrow mouldings.

For such results, good workmanship is a given. So are good materials, starting with the primer. And the primer Mr. Williams depends on is Bulls Eye 1-2-3, not only for interior woodwork but for walls and ceilings and all exterior painting as well.

Gloss Paint the Acid Test

A painter may get by with a so-so primer under a flat paint since imperfections in the topcoat are not so noticeable. But a high-gloss finish coat over a primer with poor leveling, will have visible ridges; with inadequate sealing, poor and uneven gloss; and with poor hiding, flaws in the substrate showing through.

Not so with Bulls Eye 1-2-3, a primer with excellent leveling and hiding power and great



The gloss finish on millwork in the room at right looks great because the wood was primed with Bulls Eye 1-2-3, shown being applied in another room. Its excellent leveling, hiding and enamel holdout assure uniformly good gloss and durability in the topcoat.

enamel holdout. It flows on smoothly, penetrating porous wood to fill and bind the fibers. When it dries, there are no ridges to show up in the topcoat – just a uniformly smooth, completely sealed surface.

As contractor Williams proves every day, when you put a quality finish paint over a surface primed with 1-2-3, you get a quality result. Resin in the topcoat can't strike into the substrate; it lies on the primer surface with proper balance of resin and pigment.

You get the gloss, durability and scrubability the topcoat was formulated to deliver. With an inferior primer, however, you can't

get a good-looking finish no matter what top-of-the-line brand paint you apply.

For the 8600 sq. ft.-home that Mr. Williams is currently working on, he estimates he will use about 80 gallons of 1-2-3 to prime the entire interior, including all the drywall.

He points out that 1-2-3 has other advantages important to a quality-conscious contractor who must also be cost-conscious: this whole-house primer covers all surfaces in one coat and it dries ready for recoating in just one hour, saving both material and time. And its low odor and soap-and-water cleanup make for pleasant working conditions. ©

Bulls Eye 1-2-3 Ideal Primer for Painting Exterior Glass Panels

It's not every day that a painting contractor gets a job involving repainting glass. Glass is usually chosen to let light in; it's seldom painted. And most paints don't adhere well to glass.



Glass panels enclosing apartment balconies being primed with Bulls Eye 1-2-3 to insure adhesion and extended life of the topcoat in all kinds of weather.

But Marvin Ravikoff & Associates, Port Chester, NY, was awarded a contract to repaint expensive glass panels on the balconies of two local high-rise apartment buildings. The existing paint was badly blistered and peeling, presumably because of improper surface preparation or use of a primer with insufficient adhesion to glass.

Owner Marvin Ravikoff knew the job called for a primer that would not only adhere to hard-to-stick-to glass but also would hold up outdoors. He contacted a number of primer manufacturers, but not one would guarantee its product for the job.

Luckily he saw an ad for Bulls Eye 1-2-3 in a trade magazine and contacted our

technical service department. He learned that 1-2-3 adheres firmly to glass, forming a tight bond between the glass and an oil- or water-based topcoat. He was assured that because the 1-2-3 film is flexible, it won't crack, blister or peel on years of exposure to winter's sub-zero chill and summer's blazing sun.

After scraping off the old paint and cleaning the panels, the Ravikoff crew applied one coat of 1-2-3 tinted to match the color of the topcoat. With tinting, less topcoat was needed for excellent coverage. When the job was completed, Ravikoff was "delighted" with the results. The apartment owners will be too for years to come. ©

Detergent-Water Cleanup Makes H₂Oil-Base Prefab Builder's Choice

Island Style Homes, Inc. is no run-of-the-mill prefabricated home builder. The distinctive look of their prefab buildings is a far cry from the cookie-cutter output of most prefabricated home manufacturers.

This Fort Pierce, FL-based company has designed and engineered a "precrafted" build-system that allows them to produce custom buildings to suit the needs of almost any individual or business on any site. Typical of their attractive high-quality structures are vacation bungalows in Hawaii, a tropical bar in Key West, and a beach townhouse in the Caribbean.

"Unbelievably Easy Cleanup"

We were delighted to learn that these prefab building innovators have chosen H₂Oil-Base, our breakthrough product in primer technology, for their operations. H₂Oil-Base is the first all-purpose oil-based primer that combines a true oil-based formula with the convenience of latex primer cleanup. When Island Style Homes first tried it, they "couldn't believe an oil-based primer could cleanup so easily in just detergent and water."

They prime all interior and exterior columns, posts and beams, ornamental trim and handrails, which are manufactured from Wolmanized® southern yellow pine, with H₂Oil-Base. The primer blocks out tannins in the wood as it seals the surface for excellent enamel holdout. The topcoat, applied after the building is assembled at the construction site, looks great – smooth,



Exterior columns, posts and beams, ornamental trim and handrails of this "Island Style" home were factory-primed with H₂Oil-Base during manufacture and topcoated on-site when the building was assembled.

uniform, and stain-free, with no chance of tannin bleed-through over time.

Island Style Homes had been using Cover-Stain, our other oil-based primer, prior to the switch to H₂Oil-Base. They were satisfied with Cover-Stain, which is comparable to H₂Oil-Base in performance, but it requires cleanup in mineral spirits. H₂Oil-Base, with its detergent-and-water cleanup, eliminated waste cleanup solvent storage at the manufacturing location and disposal expense.

Various Cleanup Options

The availability of these two Zinsser products gives painters who prefer oil-based primers several options. Where cleanup solvent storage and disposal are not problems, they can choose between Cover-Stain and H₂Oil-Base, which can be cleaned up with mineral spirits as well as detergent and water. Where the user sees advantages in nonsolvent cleanup, H₂Oil-Base, as Island Style Homes has shown, is the way to go. ©

H₂Oil-Base Gets High Marks at Yale University



When the average person hears the word "mahogany," he immediately thinks of the wood that's used for fine furniture and rich paneling. Certainly not shutters, which are generally made

of pine.

But the 2,400 new wooden shutters that Ken Watterworth, Inc. had a contract to paint were indeed made of mahogany, although for obvious reasons, not the fine furniture grade.

The shutters were for two Yale University dormitories and the work had to be done during hot, humid summer months. Watterworth, a large Waterbury, CT commercial and industrial contractor, wanted to use an oil primer, but he was concerned about adhesion to the mahogany, a material that's seldom painted.

His supplier contacted our area representative whose recommendation was H₂Oil-Base Primer-Sealer. He pointed out that the primer would provide exceptional hiding over the dark mahogany as well as bond firmly to it. Since

the company was also under a tight time constraint, the crew could apply the topcoat over H₂Oil-Base in two hours versus four or more hours drying time with conventional oil-based primers.

H₂Oil-Base was applied by sprayer and topcoated with a top-of-the-line latex gloss paint. Confirming our rep's recommendation, Watterworth said, "H₂Oil-Base was the best primer for the job. It dried quickly and formed a good bond coat. And the finish paint looked great because of the primer's excellent



DIF® Earns Good Housekeeping Seal of Approval

Zinsser has earned the Good Housekeeping Seal of Approval for its popular DIF Wallpaper Stripper, a fast-acting enzyme-based liquid concentrate that simplifies the process of removing old wallcoverings by eliminating the need for heavy steamers. The patented formula destroys the adhesion of wallpaper paste so wallcovering can be removed without tedious scraping and the likelihood of wall gouging.

The Good Housekeeping Seal is one of the oldest, best-known, and most highly-recognizable marks of quality, value and security in America. Consumer surveys have shown it helps instill consumer confidence when it comes to brand selection and purchase decisions. ©





5 Years and Still No Mildew on Perma-White Ceiling

The ceiling being examined in the photo above is one of three mildew-problem bathroom ceilings in the Charlotte Inn, Edgartown, MA, on Martha's Vinyard, that were painted with Perma-White Mildew-Proof Bathroom Paint five years ago.

At that time, Perma-White was a new product that had just gone into production. We provided Gary Conover, owner of the inn, with enough material from the first batch for the ceilings of three bathrooms. (The walls in all the inn's bathrooms are papered.)

Conover was delighted with the bright white ceilings and the assurance that they would stay that way. So a short while later, he had the rest of the bathrooms which were plagued with mildew also painted with Perma-White.

Recently we were able to examine the ceilings after Perma-White had been on them for five years. The bathrooms look like new; there's no sign of mildew or blistering or peeling paint.

The Charlotte Inn, known for its decor as well as the quality of its services, is a complex of meticulously restored old whaling captains' homes dating from 1705. Each of the 24 guest rooms is uniquely furnished with the finest antiques and is exquisitely decorated to recreate the look of early New England seacoast homes.

Before they were painted with Perma-White, almost all of the bathrooms had chronic mildew problems on the ceilings from the high humidity of the inn's location off the Massachusetts coast. Conover's high standards meant having his in-house painting crew repaint the bathrooms every six months. Since using Perma-White, Conover has been able to cut the tremendous maintenance costs and downtime of the guest rooms that combatting mildew entailed.

In addition to preventing mildew growth, Perma-White shows no deterioration common to paints subjected almost continuously to condensed moisture on bathroom ceilings and walls in high-humidity locations. Key to the product's resistance to damage from high humidity is a resin system that has exceptional wet adhesion and breathability. Perma-White allows moisture to pass freely through its film without causing adhesion loss or compromising the film's integrity in any way. This makes it blister-proof as well as mildew-proof.

As the other story on this page indicates, in the five years since its use in the Charlotte Inn, Perma-White has become the bathroom paint that major hotels and motels rely on for long-lasting mildew control. ©

Perma-White Ends Motel Mildew Woes

The reputation of a hotel or motel as a good place to stay can rise or fall on the appearance of its rooms. And nothing can sour guests on a hotel or motel more quickly than unsightly mildew and peeling paint in bathrooms.

If anyone knows the importance of keeping such facilities attractive, it's Joe Stevens. He's the owner of Hospitality Renovations, an Orlando, FL, company specializing in hotel and motel renovations throughout the country.

As he puts it, the "mildew problem, especially in bathrooms," is a major concern in the industry. He's been fighting it for years, in the past with limited success because the only products available for this purpose – mildew-resistant paints – were limited in effectiveness. They look good for a while, but eventually mildew develops, requiring frequent cleaning and repainting of bathroom ceilings and walls.

Trade Show Eye-Opener

While attending a trade show in Baton Rouge, however, Stevens was introduced to Perma-White Mildew-Proof Bathroom Paint. Not only did Stevens find a mildew-proof paint he didn't know existed, but one guaranteed to stay mildew-free for five years. He also found a paint that won't deteriorate under conditions of high humidity and constant wetting.



Perma-White, being applied here, is used exclusively in bathrooms by a motel renovator.

One of Hospitality Renovations' successes with Perma-White involved a popular motel chain that had a seemingly uncontrollable mildew condition on bathroom ceilings. While this was attributable mostly to its location in a humid southern region, room air-conditioners created moisture that accelerated mildew growth. But when the rooms were painted with Perma-White, the recurrent mildew problem recurred no more.

Perma-White has other advantages for both Stevens and his clients. Unlike alkyds with smelly and flammable solvents, it's a safe latex product with low odor that dissipates fast. It won't cause discomfort to guests or motel personnel.

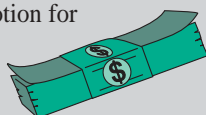
Then there's the two-hour dry-time which lets painters apply two coats in one day. This saves labor for Hospitality Renovations and keeps room downtime at a minimum for the motel. ©

Celebrating 5 Years of Success



Five years ago, when Zinsser developed Perma-White Mildew-Proof Bathroom Paint, we backed it up with the industry's first ever 5-year mildew-proof guarantee. In celebration of Perma-White's proven success, Zinsser has announced an exciting new sweepstakes -- the Perma-White "Great Prize Giveaway."

This special promotion for Perma-White officially started this past August,



and will run through November 1, 1996.

The sweepstakes underscores the product's 5-year track record by offering 5 grand prizes: two 1996 white-on-white Jeep Wranglers, all expense-paid trips for two to the white sand beaches of Hawaii and the Caribbean, and a \$5,000 U.S. savings bond.

Contest entry forms can be found on Perma-White can lids and at point-of-sale displays. Contestants may enter as many times as they like; no purchase is necessary. ©



Improper application rates of primer or finish paint cause problems for many of us.

That's because we generally judge a coating by how well it hides. If the primer or finish covers in one coat, we are pleased, move onto the next project, and scratch our heads about problems we encounter later. If the primer or finish doesn't hide in two coats, we often assume the product is bad. Seldom do we think of ourselves as the problem: we have spread the primer or finish paint too thin or applied it too thick.

Improper application rates cause all kinds of failures, like slow or uneven drying, mud cracking, or erosion, just to name a few. To avoid these and other problems, we must ask the preliminary question, "how many square feet of surface must be covered?" and determine a thorough answer, even though it may seem complicated.

Too little or too much coating is equally bad. An inadequate primer allows stains to bleed through and can result in peeling finish coats. A thin finish coat erodes quickly, exposing the primer to ultra-violet sunlight, resulting in an uneven color and finish. In contrast, an overly thick primer or finish may not dry properly, may result in mud cracking or alligatoring, and can result in a weakened coating system. In general, multiple, relatively thin coats are better than one or two thick, heavy coats.

The appearance and performance of an

exterior paint job correspond to the Dry Film Thickness (DFT) of each layer of coating. How thick a paint should be applied depends on the particular coating. A good rule-of-thumb for architectural primers or paint is 1.5-2 mils (.0015" - .002") DFT per coat. (The paper that this article is published on measures approximately 2.5 mils.) A three coat system – one primer and two finish coats – would measure 4.5 – 6 mils Total Dry Film Thickness (DFT).

Though there are instruments that can measure the DFT of a coating, a practical estimate of thickness can be determined, by knowing the applied spread rate (how many square feet can be covered per gallon).

To determine the applied spread rate, multiply the length of the area to be painted by the height. This number equals the total surface area as if it were perfectly flat.

If the surface is not flat, such as lap siding, corrugated metal, or fluted block, you must add an additional amount. For example, when painting 6" lap siding, multiply the area by 1.08; with 1.25" corrugation, multiply by 1.11; and with split face/fluted block, multiply by 1.5-1.7, depending on the depth and width of the flutes.

Knowing the total surface area can help you estimate the amount of coating required before you start the job. The coating manufacturer's label or technical data sheet will indicate how many square feet per gallon should be covered. Divide that number into your total surface area to determine the approximate applied spread rate of the paint. This figure is approximate,

because in order to gain accuracy you must consider the method of application and how efficiently the paint is transferred from the bucket to the surface.

Many people choose to avoid these calculations, and merely rely on the manufacturer's recommended spread rate. These people fail to realize that the manufacturer's recommended spread rate is usually overstated, because it is based on theoretical, as opposed to practical considerations. For example, a smooth wall that measures 20' x 8' will equal 160 square feet of total surface area. However, a rough wall with the same dimensions, may in fact have three times the surface area (or 20' x 8' x 3' = 480 square feet). It is often these practical considerations that can turn a simple painting job, into an ordeal.

So for your next paint job, avoid an application that is too thick or too thin, and calculate the applied spread rate by dividing your surface area by the manufacturer's recommended spread rate. You'll get the appropriate DFT, and have a paint job with outstanding appearance and performance. It will be job that's done right, and you'll be ready to move on to your next project, or onto the couch for a well deserved nap. ©

Who's Who at Zinsser



Anyone who has met Zinsser's new Director of Marketing and Business Development, Robert Lyons, will certainly agree that his patient, easy-going midwestern ways and in-depth knowledge of the paint and coatings industry will be a true asset to Zinsser.

Bob recently joined us after a 20-year career at Diamond Vogel Paint Company where he worked in a variety of operations/sales positions, his most recent as Vice President of Marketing. Diamond Vogel is one of Zinsser's outstanding midwestern paint chain accounts with 75 stores from Illinois to the Rockies and Kansas to Canada.

Bob brings with him extensive experience in product development, market development, retail store operations, and contractor and

consumer marketing programs. He also has the distinction of being a Certified Coatings Inspector, a prestigious honor granted by the National Association of Coatings Engineers (NACE). Bob is one of 700 Certified Coatings Inspectors in the country.

At Zinsser, he oversees all areas of product management, technical services, research and product development, and programs in advertising, public relations and creative services.

With all of this on his plate, Bob still somehow finds the time to sit down and listen to what people have to say. He explains that what he enjoys most about working at Zinsser is interacting with people to build an organized, efficient, productive team, happy in its work. The motto on his wall, "The System is the Solution," says it all.

A native of Nebraska, Bob and his wife of 24 years, Jane (also a Nebraskan), are in the process of relocating in New Jersey. Although Denver, CO is tops on their list of favorite places they've lived, he noted that they have always been attracted to the East Coast and the diversity that comes with living here. ©

Down Memory Lane

1970

Zinsser had already been making high-quality shellac products for 121 years. In December, Zinsser test marketed new Spray B-I-N, the first shellac-based white-pigmented aerosol, with a suggested retail price of \$1.98. The label was a distinctive red, white and black.

Also that year...

- Student protests against the Vietnam War resulted in the killing of four students by the National Guard at Kent State University, Kent, OH.
- With its IBM 3740, IBM introduced the first floppy disc, a computer storage record.
- The FDA approved lithium for the treatment of manic depression and L-DOPA for treatment of Parkinson's disease.
- The New York abortion law — the most liberal in the U.S. — went into effect.
- In the music industry, Paul McCartney marked the end of an era when he announced he was leaving the Beatles. Jimi Hendrix and Janis Joplin both died drug-related deaths, both at the age of 27. ©

Zinsser Products Used in Renovating Historical Vermont Home



Multiple layers of wallpaper, shown during removal in the entrance hall, were first scored with the Triple-headed PaperTiger Tool (inset) and then sprayed with DIF Wallpaper Stripper as shown in photo of worker in another room, as restoration of the 1805 home proceeded.

Robert and Barbara Levine knew they had a large renovation job ahead of them when they purchased an 1805 home in Norwich, VT. Although structurally sound, the house needed an extensive cosmetic overhaul. There were layers upon layers of old wallpaper to be removed and every room had to be repainted.

Zinsser to the Rescue

Understandably anxious to restore their historical house to its original condition, the Levines hired Jeff Roberts of St. Albans, VT. to tackle the job. For Roberts, a renovation job of this magnitude was nothing new. In his more than 15 years as a painting contractor, many of his biggest contracts have been restorations. An avid user of Zinsser's products, he decided on several for use in restoring the house.

To remove multiple layers of wallpaper in several rooms, he turned to Zinsser's PaperTiger Wallcovering Scoring Tool and DIF Wallpaper Stripper. Roberts had begun using DIF few years earlier. Prior to that, he removed wallpaper the old-fashioned, messy and time-consuming way — by steaming.

No More Steamers

Roberts first scored the wallpaper with the PaperTiger Tool, allowing the sprayed-on DIF solution to penetrate the layers of old wallpaper and attack the paste. The layers peeled off with little effort, and with no damage to the walls. In half the time it used to take with a steamer, his crew had the wallpaper stripped. The walls were then washed down with DIF to remove any residual paste.

When this phase of the work was completed, Roberts' comment — "Removing wallpaper with



After residual paste was removed with DIF, the walls were primed with Bulls Eye 1-2-3. Ceilings on the second floor were primed with B-I-N, a vapor barrier as well as stain-blocking primer, to keep moisture from damaging attic insulation.

PaperTiger and DIF is faster, easier and safer than steaming" — is a familiar one that we never tire of hearing.

One Zinsser product in particular that Roberts' crew relies on for most of their painting jobs is Bulls Eye 1-2-3. Roberts finds it to be a great water-base whole-house primer. Bulls Eye 1-2-3 bonds to just about any surface, blocks stains so they won't show up in the topcoat, and seals porous surfaces. This primer also has low odor and cleans up easily in soap and water.

Roberts used 1-2-3 to prime and seal the old, dingy plaster walls that were revealed under the layers of wallpaper. The primer worked well in sealing spackled areas and in hiding imperfections on the walls, ceilings and trim, making them look like new. In Roberts' opinion, "You can't beat the great base for a topcoat that you get with 1-2-3."

A Great Vapor Barrier

Since new insulation had been installed above the second floor, Roberts chose B-I-N for ceilings. This shellac-based primer-sealer is an excellent vapor barrier that keeps moisture in the house. Without a barrier, vapor in homes tends to migrate into walls and attics, condensing on insulation. Wet insulation is less effective so more heat escapes and fuel consumption increases. Such moisture can also cause structural wet rot and result in paint blistering and peeling as it passes through outer walls.

With the help of Zinsser's problem-solving products, all the "grunt work" was done in less time than the Levines thought possible. The interior of the house was then ready for a final coat of paint. ☺

Questions & Answers on Bulls Eye Products

Below are questions of broad interest to both professional contractors using our products and sales personnel recommending them.

Hanging Wallcoverings over Water-Stained Walls

There are water stains on the walls in a room where I plan to hang wallcovering. Can I prime the walls with B-I-N?

B-I-N has limited application as a wallcovering primer, but it's absolutely the best primer for sealing water stains. Use it to spot-prime the water stains so they can't bleed through the wallcovering primer into the wallcovering. Then prime the walls with Shieldz. If the wallcovering has a colored background, tint Shieldz (up to 4 oz. universal colorant per gallon) toward that color to hide seams.

B-I-N for Kitchen Cabinets

In redecorating my kitchen, I plan to paint the cabinets which now have a clear high-gloss wood finish. Should I prime with B-I-N?

B-I-N is the best primer for the job. It has great adhesion to glossy surfaces and it dries to a hard

abrasion-resistant base coat in 45 minutes. (Other primers can require up to 14 days to cure completely.) Before priming, be sure to remove oily, greasy deposits by wiping down the cabinet surfaces with mineral spirits, followed by washing with a 50:50 solution of ammonia and water.

Perma-White on Ceramic Tile

Is Perma-White a good paint for ceramic tile? Absolutely. It's the best where you want a mildew-proof and blister-proof paint. Perma-White is self-priming and adheres firmly to almost any surface, including ceramic tile.

First wash the walls with an ammoniated cleaner, rinse well, and let them dry. Then apply two coats of Perma-White. **Please note:** Perma-White is not intended for direct water contact areas such as interior shower walls. For a nice decorative touch, you might want to tint some of the Perma-White and use it to stencil a pattern on each tile.

Prime Vinyl with 1-2-3

What primer should I use in painting vinyl wallcoverings in a hospital? The vinyl is hanging tight, in good shape for painting. Bulls Eye 1-2-3 is ideal for this application. It has great adhesion; its one-hour recoat time speeds the work; and it is almost odor-free so there's no discomfort to patients or hospital personnel. But first wipe it down with mineral spirits to remove plasticizer that migrates to vinyl surfaces; then wash it with 50:50 ammonia-water solution.

Covering Old Wallcovering

The previous homeowners installed vinyl wallcovering over unprimed drywall and I can't remove it. Can I hang the new wallcovering over the old? Yes you can. Make sure the old wallcovering is firmly adhering to the wall. Clean it thoroughly with mineral spirits, followed by a 50:50 solution of ammonia and water. Apply Shieldz and hang the new wallcovering. ©

RPM REPORT

RPM is the holding company that owns Wm. Zinsser & Co. and some 30 other independent corporations. Its stock, which is listed on the NASDAQ Exchange, can be purchased through any stock broker.

RPM, Inc. recently reported record results for its 48th consecutive record year of sales, earnings and earnings per share for the fiscal year ended May 31, 1995 and achievement of its first billion dollar sales year.

Sales for the year totaled a record \$1,016,954,000 – a 25 percent increase over the prior year's record sales of \$815,600,000. Record earnings totaled \$61,000,000 – a 16 percent increase over the prior year's recorded earnings of \$52,600,000. Earnings per share increased 15 percent to a record \$1.07 over the prior year's record earnings per share of \$.93.

For the 1995 fiscal year, RPM attained record sales that exceeded \$1,000,000,000 for the first time in RPM's history. Core operations performed extremely well during the

year, in addition to a strong performance by Rust-Oleum, which was acquired in June 1994. The gross margin increase in 1995 compared to 1994 (42.8 percent versus 41.6 percent) was particularly impressive during a year of continued strong raw material price increases.

The RPM Board of Directors declared on July 6, 1995 the regular quarterly cash dividend of \$.14 per share, to be paid July 31, 1995 to shareholders of record July 17, 1995. This quarterly cash dividend payment represents an 8 percent increase over the dividend rate of \$.13 per share paid at the same time last year. ©

Issue Highlights:

- 1-2-3 the perfect primer for exterior glass panels.
- Zinsser products make renovating 1805 house easier.
- Consumer sweepstakes celebrates 5 years of success with Perma-White.

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